

# Kozak on StageZero: Come for COVID, stay for the cancer testing

“15 years of work”, is how StageZero Life Sciences Ltd. (TSX: SZLS) Chairman and CEO James Howard-Tripp described why he thinks there is increased recent market interest in the company. The statement reflects the fact that the company is no overnight success and the leadership and technical team have a long history of clinical research and business success in the past 20 years.

StageZero is in the final throes of closing a best efforts financing (units qualified through a short-form prospectus) for a minimum of \$5M (maximum of \$10M plus over-allotment option). The company plans to use the net proceeds from the financing to expanding capacity to offer and conduct COVID-19 testing and development of its existing product lines. The Company intends to expand testing capability and scale up the company to compete on a larger scale with emerging competitors in the liquid biopsy, pan-cancer early detection market.

StageZero is primarily a cancer diagnostic company, which requires absolute precision. The talk around inexpensive, rapid, accurate testing is not just science fiction or the dream of some super-smart lab scientists. Working with messenger RNA (which contains a copy of the genetic data contained on a strand of DNA), StageZero has developed a test for multiple cancers. It is based on changes in messenger RNA expression which can be measured in the blood and serve as specific early cancer indicators for cancer and other diseases. Gene expression signatures are discrete and specific to each disease state, allowing a blood test to target 10 discrete cancers.

This system is known as Artistotle and it has been validated on 2,852 subjects with nine discrete cancers detectable for women, six for men. Only one drop of blood is required with high sensitivity and specificity and it can discriminate each cancer. The company expects to launch Aristotle commercially by the end of Q1-2021. Investors should not underestimate the importance of this product line.

The obvious extension to the company's expertise and capacity in diagnostics and testing is the current coronavirus global pandemic. As announced on November 13, 2020, the company has been announced as a COVID-19 testing partner for Barbados and will provide rapid testing services for travellers from the US and Canada.

This is the new way of the world and (correctly) if you want to travel, you will have to be tested first to avoid the unintentional transmission of the coronavirus. StageZero's concierge testing service includes national networks of mobile healthcare professionals in the U.S. and in Canada who can visit travelers' homes to draw the sample and provide results within 24-48 hours of taking the sample. Results are sent to travelers by encrypted email and include a PDF that they can upload to the Barbados Government website and have on hand either in paper or on their mobile device to show at the airport.

The tests will be conducted in the company's 100% owned, CLIA-certified "high complexity" laboratory located in Richmond, Virginia. The laboratory has all necessary licenses required to offer laboratory testing services to patients in all 50 states in the US. With a current capacity of 1,000 tests per day, the lab can be ramped up to 3,000 tests per day with proceeds from the latest financing. The tests are priced at US\$75-US\$150, creating a significant near-term cash flow stream (six to nine months or longer).

**Come for COVID, stay for the cancer testing.** The company has

developed a proprietary telehealth platform that should prove to be very useful in the near-term. According to Fortune Business Insights, the global telehealth market was valued at \$50 billion in 2018 and is predicted to reach \$267 billion by 2026. Waiting times to see a primary care provider are considered a significant factor in Americans delaying needed care – telehealth can provide a partial solution.

With a management team that have been in this scientific space for a couple decades, best-in-class testing systems for early cancer detection, a significant telehealth platform and the near-term testing (and revenue) potential due to the ongoing global coronavirus pandemic, StageZero has the potential to be a valuable participant in the growing health care and detection areas. *Watch this space!*

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## **StageZero Life Sciences teams up with resources giant Mercer to detect cancer early**

As coronavirus is getting all the attention right now there is another disease that is far more deadly. It killed **9.6 million** people in 2017, and **every sixth death is because of this disease** globally. That disease is Cancer. The sad part is many of these deaths can be prevented if detected and treated early. This is why the world badly needs companies such as StageZero Life Sciences to succeed.

StageZero Life Sciences Ltd. (TSX: SZLS) is a Canadian company focused on developing and commercializing diagnostic tests for early detection of cancer. StageZero has developed the 'Sentinel Principle' platform technology which determines bio-

markers from whole blood. StageZero's Aristotle® test is being well received as it is a panel for simultaneously screening for 10 cancers from a single sample of blood with high sensitivity and specificity for each cancer. The Aristotle® platform has been validated on 10,000 patients and used to develop the first liquid biopsy for colorectal cancer.

## **StageZero's Aristotle can test for 10 cancers from a single blood sample**

### 1 Test - 10 Cancers - Unlimited Possibilities



Our next-generation test, Aristotle®, is a panel for simultaneously screening for 10 cancers from a single sample of blood. Aristotle has been built on our proprietary mRNA technology platform, which was validated in more than 10,000 patients for the development of the first liquid biopsy for Colorectal Cancer ([ColonSentry®](#)).

*Colorectal, Prostate, Cervical, Endometrial, Breast, Ovarian, Liver, Bladder, Nasopharyngeal, and Stomach Cancer.*

## **StageZero to join with global health and benefits marketplace leader Mercer to help screen for cancer**

In recent news, StageZero announced: "StageZero Life Sciences to participate in Mercer's new vendor database in the U.S." The purpose is for Mercer Consultants to be able to do streamlined health and benefits vendor research on behalf of their clients in the U.S.

This is a big deal as Mercer is a world leader in the health and benefits marketplace, delivering innovative solutions that address the health and wellness needs of organizations and their employees. Mercer's clients include a majority of the companies in the Fortune 1000 and FTSE 100. Mercer is also reported to be the world's largest global asset manager with over US\$300 billion outsourced and US\$15 trillion under advisement in total. Mercer's more than 25,000 employees are based in 44 countries, and the firm operates in over 130

countries.

James Howard-Tripp, Chairman and CEO of StageZero, stated:

*“The improved availability of our solution information to Mercer Consultants may help increase our exposure with employers in the U.S. We are very excited to be included in this valuable platform to connect with Mercer consultants.”*

**Early stage cancer detection helps you become a cancer survivor**



### **Closing thoughts**

As the world focuses its attention on the coronavirus and billions of dollars are wiped from global markets, should we not ask why we are not using StageZero's 10 in 1 early cancer Aristotle® test. Mercer clearly thinks it is a good idea.

For investors with foresight, we should be able to envisage the day that everyone over 50 should undergo the Aristotle

test. If that was to happen then StageZero would suddenly be overrun with orders and anyone who bought the stock now could be investment winners.

Certainly, the latest news of StageZero teaming up with one of the world's largest human resources companies may be the catalyst to get things moving. At the current market cap of just C\$9 million, the upside for StageZero Life Sciences could potentially be very rewarding.

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## **Druhan on MedX Health's skin cancer technology deployment deal (SIAScope) with exclusive Brazilian distributor**

"Our system is a proper SaaS model. We have an optical scanner (SIAScope™) that will take an image of a mole or a lesion that is suspicious. Our differentiator is that it goes 2mm below the skin, therefore, it takes perfect view not only on the surface but below the skin as well. We have a telemedicine platform that will send a patient's health information along with the image to a dermatologist for a proper assessment." States Mike Druhan, Vice President of Corporate Development at MedX Health Corp. (TSXV: MDX), in an interview with InvestorIntel's Peter Clausi.

Mike went on to provide an update on MedX Health's recent purchase order for 500 SIAScope™ units for deployment on its

DermSecure™ telemedicine platform from its exclusive Brazilian distributor. He said that the order is the single largest order in the company's history. He continued by saying that the initial hardware order is close to a million dollar and after the devices have been deployed the company will get anywhere between \$1.6 to \$2 million a year as recurring revenue.

To access the complete interview, [click here](#)

Disclaimer: MedX Health Corp. is an advertorial member of InvestorIntel Corp.

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## **StageZero's early cancer detection tests and telehealth platform are growing fast**

Cancer is a terrible and common disease. According to the WHO: "One in 5 men and one in 6 women worldwide develop cancer during their lifetime; and one in 8 men and one in 11 women die from the disease." Experts all agree early detection is the key. I know from personal experience in my family that two lives have already been saved from detecting cancers early.

StageZero Life Sciences Ltd. (TSX: SZLS) is a Canada-based company focused on developing and commercializing molecular diagnostic tests for early detection of cancer. StageZero has developed the 'Sentinel Principle' platform technology which determines bio-markers from whole blood.

## **StageZero's diagnostic tests**

Aristotle® is a panel for simultaneously screening for 10 cancers from a single sample of blood with high sensitivity and specificity for each cancer. The Aristotle® platform has been validated on 10,000 patients and used to develop the first liquid biopsy for colorectal cancer.

Chairman and CEO of StageZero Life Sciences, James Howard-Tripp, stated: "There is significant interest in being able to screen easily and routinely for multiple cancers, and our tests meet this need." Other StageZero diagnostic tests for early cancer detection include ColonSentry, BreastSentry, Prostate Health Index, and Early CDT-Lung.



**STAGE  
ZERO**  
LIFE SCIENCES

**The Answers You Need...  
Without the Wait.**

**Order Your Test. Get Your Results. Know Your Risk.**

## **StageZero expands partner agreement with Oncore Pharma**

StageZero has now expanded its multi-year licensing agreement with Oncore Pharma Inc., a company that specializes in the



research, development, and commercialization of oncology (cancer) products and services. In addition to the current agreement to commercialize ColonSentry® under an exclusive 5-year licensing agreement, Oncore Pharma will now add StageZero's BreastSentry and the Prostate Health Index to its portfolio of offerings. With two new products on offer through Oncore Pharma, test numbers should rise significantly. StageZero's diagnostic tests in Q3, 2019 were ~1,500.

Under the terms of the agreement, StageZero will receive a fee for processing and reporting of the tests and has received 1 million common shares of Oncore Pharma and will receive a special royalty payment equal to 10% of Oncore's yearly profits. Oncore Pharma's partner in the Benelux countries of Western Europe, BodyCheck NL, has indicated they will initiate testing during the first quarter of 2020.

Martin Verronneau, the President and CEO of Oncore Pharma Inc., stated: "We created Oncore Pharma to focus specifically on research, development and commercialization of oncology products and ColonSentry is exactly the type of diagnostic test the market needs and our customers demand."

### **StageZero expands its telehealth network**

'Telehealth' allows long-distance patient and clinician contact, care, advice, reminders, education, intervention, monitoring, and remote admissions.

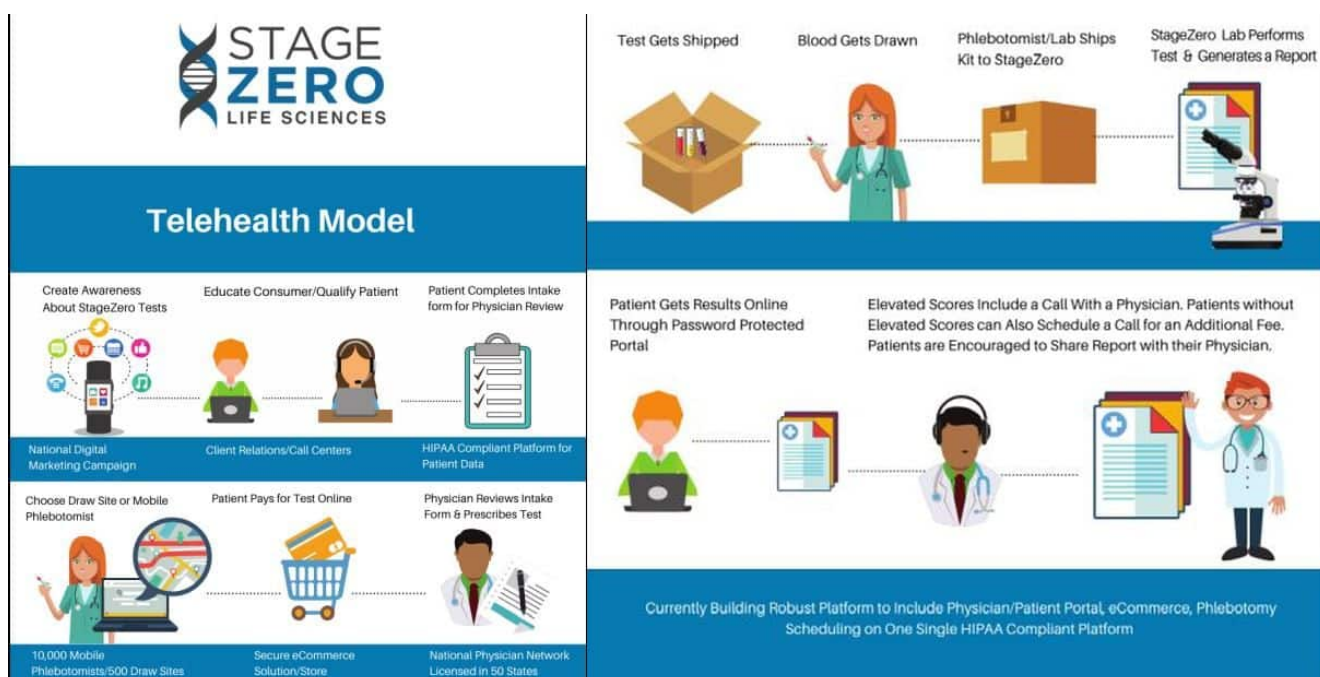
StageZero's telehealth network can be used by patients to get the test ordered via a physician, then have their blood drawn at a nearby lab or in the comfort of their home, and then receive their test results online. Patients with elevated scores are encouraged to do a follow up with a telehealth physician online or over the phone to discuss results.

StageZero recently expanded its reach by signing new contracts with ARCPPoint Labs and Phleb-Finders to build StageZero's blood draw network to 500 locations and 10,000 mobile

phlebotomists.

The telehealth program is beginning to show significant patient adoption as the program puts the patient in control by providing a convenient and private process for getting tested. The telehealth market is growing rapidly from a market of US\$49 billion in 2018 to a projected market of US\$266 billion by 2026, with 66% of Americans willing to use a telehealth platform.

## How telehealth works for StageZero's clients



StageZero also has its own laboratory. Their CAP-accredited and CLIA certified laboratory offers the ColonSentry® test as well as licensed biomarker tests for lung, breast and prostate cancer.

I am expecting big things from this company both as an investment and also as they are helping save lives by detecting cancer early. Q1 2020 should see a steady rise in diagnostic tests as the Oncore Pharma deal kicks in.

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# Early identification of colon cancer blood test places healthcare in patients hands

In the news release announced this morning about one of the first blood tests to aid in the early identification of colorectal cancer, Chairman and CEO James Howard-Tripp of StageZero Life Sciences, Ltd. (TSX: SZLS) starts with "...patients want to control where their dollars go and they want to control how they get healthcare."

In an interview with InvestorIntel's Tracy Weslosky, James adds that "This is a way for them to get the tests done particularly for early cancer detection. We have been pushing into this quite strongly and we are starting to lift off. Last month we have had over a million impressions. That's people to whom our ads have gone and who have looked at the ads. When that starts to translate there are those who would come and download information and give you more information. They also give you permission to engage with them all the way to those who would buy the test online..."

James went on to provide an update on StageZero's entry into the European Market with Oncore Pharma as a licensing partner. Oncore Pharma, has signed a multi-year agreement with BodyCheck NL for the distribution and sale of StageZero's ColonSentry® throughout the Netherlands, Belgium and Luxembourg. The multi-year agreement is valued at US\$40 million. James also said that StageZero is working with the firefighter population to improve early cancer detection and has become a go-to company for them. He said, "We can find ten cancers from a single sample of blood and we are way ahead of

anyone else in terms of the science.”

To access the complete interview, [click here](#)

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## **StageZero's James Howard-Tripp on diagnosing cancer early**

“We are all about finding diseases early. Our current focus is on cancer. If you can find it early your survival is greatest, your costs are lower. That’s what it is all about.” States James Howard-Tripp, Chairman and CEO of StageZero Life Sciences, Ltd. (TSX: SZLS), in an interview with InvestorIntel’s Tracy Weslosky.

James went on to provide an update on StageZero’s collaboration with Coastal Medical (to increase outreach to physician practices and hospital systems throughout the Southeast). James said that they have fully trained the Salesforce and the Coastal Medical team is in the field. James also provided an update on StageZero’s recent private placement. He said that the private placement was fully subscribed and the company has raised \$3.7 million. He further added that StageZero is expected to breakeven before year-end. The company is starting to ramp up and is expecting good growth in sales and revenue.

To access the complete interview, [click here](#)

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## **Dr. John Boone on how Izotropic's CT technology will outperform mammography for more accurate breast cancer detection**

"We believe, based upon our computer simulation, that breast CT system will outperform mammography, for instance for a 4 mm lesion, a pretty small tumor, by the order of 40%. We are very excited about the increase in cancer detection performance that breast CT will provide." States Dr. John Boone, Principal Founder, Director of Izotropic Corporation (CSE: IZO) and the 2019 William D. Coolidge Award Recipient in an interview with InvestorIntel's Peter Clausi.

Dr. Boone went on to explain that Izotropic's breast CT technology is comfortable for patients as it does not involve painful breast compression and produces true 3-D images of breasts at very high resolution. Dr. Boone added that the technology has the potential to substantially reduce false-negative or false-positive breast biopsies thereby reducing the stress on the patient and also reducing the cost for the medical system.

To access the complete interview, [click here](#)

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